

October/November 2015

Volume 5, Issue 5

**General Manager's Report**

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**Seasonal Eating**

See Page 3 for more about this lifestyle.

**Smith Brothers**

Delivering fresh local milk to Yelm and beyond. See more on Page 6.

**Wine Tastings at the store**

Join Anne each Saturday 1pm - 4pm in the Wine Cellar. "Taste often. Drink what you like" -Anne

**Board meetings**

Board meetings are open to all members. Ten minutes is set aside at the beginning of each meeting for comments and suggestions.

The Board meets at 6 p.m. on the second Thursday of every month at the Rosemont Retirement Center at 215 Killion Rd SE, Yelm, Wa 98597. The next Board meeting will be on Thursday, October 15th at 6pm in the Rosemont Retirement Center.

**Co-op's Original Steering Committee Celebrated at 10th Anniversary Annual Member Meeting**

**Heidi Smith**

When the steering committee for the Yelm Co-op first got together in 2005, they had no way of knowing how tall the seed they were planting would grow. On September 5th, six of the original members of that committee were on hand to celebrate the 10th anniversary of their creation with cake, flowers, and heartfelt thank yous. For Maggie Sayer, Jackie Reid, Ektara Jarecki, Christine Virgadamo, Iris Moore and Carolyn Sheldon, the 2015 Annual General Meeting was a chance to look at how far we've come and where we're going.

"The vision has greatly expanded, which is wonderful,"



says Jackie. "The store is much lighter, has more room and better products. It's come a long way from the little store that we started

with." Also, she says, whoever came up with the idea of the Wine Cellar is to be commended. "It's a great addition."

See **Meeting**, page 2

**Co-op Teams Up to Support Firefighters and Farmers in Eastern Washington**

**Heidi Smith**

As a horse lover, Aria Reed Cissney found certain images from the Okanogan complex fire indelible. "People were frantically spray painting their horses in hopes that they would be able to find them later because they had to turn them loose," she says. "They were painting their livestock's

hooves. One guy had three horses tied to his truck and he was driving at their pace because he had no trailer to get them out of there. It hit home for me."

As of Sunday, September 6th, the fire had burned more than 232 square miles and destroyed 123 homes. Currently it is 65% contained, but as the Co-op's Florence Vin-

cent points out, "There's still danger and animals continue to get away from their homes. Firefighters are still there working under tremendous pressure."

Aria and Florence have teamed up to make a difference for both people and animals impacted by the largest wildfire

See **Firefighters**, page 5

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# General Manager's Report



**Barnaby Ulrich Rintz**  
General Manager

At our Annual General Meeting on September 5, Yelm Cooperative celebrated its ten year anniversary. We have a lot to be happy with. The sales for the grocery store have increased steadily since the doors opened in 2007, and the Yelm Farmers Market has already exceeded \$100,000 in annual sales for 2015. We like to emphasize this kind of positive news. However, if we refuse to look at the negatives currently facing the grocery cooperative industry, we are failing to properly plan for the future.

The natural foods industry as a whole is still on a strong growth curve. On the other hand, stores that have not either remodeled or expanded within the last two years are experiencing a small decline in sales. In addition, at least one recently renovated cooperative site has struggled to sustain prior sales.

One key reason for this has to do with the prolific expansion of new stores by many of the companies in the industry like Costco and Fred Meyer. As suburban residents build their demand for natural foods products, the big-box companies are using their capital to bring stores closer to the new shoppers' doorsteps.

I have written in the past

that we will have a tough time competing directly with multibillion dollar corporations with the exact same products. Instead, we need a plan that features our uniqueness and delivers superior service.

Service can be divided into two main forms – the goods that we can offer (provisions service) and the support that we give to our shoppers (customer service). It is imperative that we carry the best products that nobody else consistently offers while impressing our clients by treating them with the knowledge and respect that they deserve. In other words, our best strategy involves offering local goods with a smile.

From this perspective, we can start planning a 'wish list' of products that we do not currently carry which we believe will generate a lot of interest among our current and potential shoppers. The first thing that I can think of is fresh meat. If we could offer beef, chicken, and pork that comply with our local, organic, and non-GMO standards, I think that people would flock to our store. The lack of our proper processing and merchandising equipment at this time requires a major upgrade of infrastructure in order to do this. On the other hand, we have the farms and purveyors necessary to provide these products if we can get the necessary equipment to sell them.

Another opportunity involves the void in fresh bakery. Right now, we have to pick pastries up from Olympia in order to offer anything decent for our customers. This method is expensive,

and we stand to make a lot more money – and provide a superior product – if we bake in-house. Where I come from, small town fresh bakeries can be found in many communities. Yelm deserves no less!

Finally, providing deli and juice bar goods can also help to make our cooperative a destination that is at the top of the mind of area residents when they leave the house to run errands. Fresh salads, quick lunches, even sautéed items made per order are all possible for us to provide within the confines of our current location. Trust me: I have worked in food service facilities that were far more confining than the building that we operate out of right now.

So imagine healthy breakfast, lunch, and dinner options all ready to go at your local, community run grocery cooperative. This is possible in the Yelm world, contrary to the questionable fast food and other potentially unhealthy fare offered in the

area at this time. Unfortunately, in order to fulfill the wish list of our customers, we have a wish list of our own that consists of the equipment and funding that would be required for us to make this leap of service.

At the Annual General Meeting, I presented the basic needs of the store in order to make this dream a reality. It is not going to be cheap, but the expense does not completely prohibit us from making it happen. In the end, our remodel could result in the type of exponential growth that Yelm Food Cooperative experienced in the first few years of operation. Moreover, once these major renovations get completed, we will not need many more projects in order to build our sales up to three to four times from what we currently make.

Of course, after this major remodel, we can look at expanding our services outward by exploiting Internet and delivery options – but let's move forward with one step at a time.

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## Meeting From page 1

This year's meeting included a question and answer session with General Manager Barnaby Ulrich Rintz and Farmers Market Manager Karen Rae. "The format worked really well," says Board President Bill Wyman. "They both did a really good job of presenting their material. We'll do that again."

While the organization has made huge progress, says Bill, the need for volunteers remains constant. "It's a core group of people that have gotten us this far," he says.

"We're seeing some new faces, but it would be great to have additional support, particularly around events and the day-to-day needs of the store."

Attendees enjoyed a cake prepared by local culinary queen Dawn Young, and steering committee members received bouquets designed by Board Secretary Barbara Morando. "I really enjoyed it, says Jackie. "It was a lot of fun. It was great seeing a lot of the originals there. Seeing where the store is now is like a dream come true."

# A Seasonal Eating Lifestyle - Fall/Winter

**Debbie Burgan**

So here is my fourth and final article on the subject of eating seasonally.

Again, I went back to the Washington Grown website ([www.wagrown.com/crops-by-season/](http://www.wagrown.com/crops-by-season/)) as in the previous article and selected October-December to get an idea of what grows best in the Pacific Northwest.

The fall harvest is underway and I am canning and bringing in onions, potatoes, and winter squashes. If I had planted a Fall crop in mid-July it might include beets, brussels sprouts, broccoli, peas and some greens like arugula and kale. I did grow tomatoes this summer and with some additions from friends, made several quarts of plain tomato sauce to which I can add any kind of herbs over the winter to make stews, casseroles or soups like a hearty minestrone soup. What to do with all those green tomatoes, peppers and carrots that come on all at once? Make a relish. You can add virtually any vegetable to the mix. The liquid can be hot and spicy, the standard fare or even fermented.

The website above mentions only vegetables; however, the apple season is now here. Apple pies, crisps, tarts and so many more things can be prepared. My favorite is apple cider. I was fortunate to live on a property for 3 years where they picked all their apples and spent an entire day cleaning, cutting and pressing apples.

We used a variety for the cider and the hard work resulted in the best apple cider I had ever had. It was divine!

I would freeze half gallons or can the juice. I still have some jars that I canned and I use them in shakes or as a liquid in the bottom of my smoker when smoking meats.

For January thru early March if I were diligently sticking with the seasonal program, I would be using my canned produce and winter squashes, potatoes, onions, etc. These would be added to locally provided meats, either fresh or frozen. Drying is another way to store food, as well.

What I have learned from this series of articles is that in the modern world it is challenging to stick to a strictly local lifestyle. In my first article I raised some questions about how we do define local. In Yelm? Western Washington? West Coast? Where do we draw the line?

If I were extremely low-income with limited transportation, then "local" is pretty much restricted to my neighborhood and whatever I could grow and process. Even then I would need to purchase canning supplies.

If I have retirement income or a job and access to

transportation then local becomes my home town, Lacey/Olympia or, of course, what the Yelm Food Co-op or our Farmers Market has. I can also make use of the Co-op's Bulk Buy Club. I buy cases of items that I use regularly like organic chicken broth since I don't have my own chickens. You can reduce costs a lot by buying 25 pounds of flour, sugar and grains. During the upcoming holiday season I will be cooking and baking a lot and these large quantities will save me substantial money.

The last thing I want to mention here is that over the course of these articles and working at Yelm Food Co-Op, I have become increas-

ingly aware of low income people and the amount of people that don't have enough to eat. I am grateful for my small corner of abundance but I have begun looking around to see where I might be able to help others. Perhaps I have just created my next article. Until then, remember the Gift of Gobble program sponsored by Yelm Cooperative (our parent organization) that will be starting up in a few weeks and will run through Thanksgiving. This program provides full Thanksgiving meal food baskets for those who are in survival mode and need our help. Hopefully you can give generously to give a family abundant food for their holiday meal.

## WINE TASTINGS AT THE STORE

*"Taste often. Drink what you like." — Anne*

*Join Anne each Saturday  
from 1-4 p.m. in the  
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# Vegan Corner

**Eleanor Israel**

Almost all of us grew up eating meat, wearing leather, and visiting zoos and circuses. We bought pets at pet shops and kept beautiful birds in cages on their own. We wore silk and wool, ate hamburgers and fished. We never considered the impact on the lives of these animals involved. Now, we ask, should animals have rights? The answer is YES - animals deserve to live their lives free from suffering and exploitation. Suffering is the vital word here - all animals have the capacity to suffer the same degree as humans. They feel pain, pleasure, fear, frustration, loneliness and motherly love. We are morally obligated to consider this when we do something that interferes with their needs. Prejudice is unacceptable and should not allow us to think of one animal as a companion and the other as dinner. If we won't eat a dog (we won't discuss what goes on in Asia in this article) then why eat a pig? Children often surprise us with their pure and straightforward thoughts and worries and

see adult comprehension through a child's eyes. They are often very distressed at eating animals and make the choice at very young age to not eat meat and fish. One video to watch is very moving and the link is here - a three year old boy talking to his mother about his food and how it was caught and why - will make you think.

[www.youtube.com/watch?v=tQIMJ648qgg](http://www.youtube.com/watch?v=tQIMJ648qgg)

A much needed vegetarian and vegan fast food chain, Amy's Kitchen, has opened in CA to rave reviews and long lines are seen outside. You don't have to be vegan to enjoy vegan food so keep experimenting and try it for a day a week, a day a month; it's quite easy and tasty - there are lots of vegan choices at the YFC. There are close to sixteen million vegans and vegetarians now in the USA. It's growing year by year as people are more aware and concerned about where their food comes from. Real compassion increases for animals kept in terrible factory farm conditions. This is often the main reason people change to a vegan lifestyle.

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## Olympia's 8 Arms Bakery Delivers the Good(ies)

**Heidi Smith**

Many people have heard of CSA, or Community Supported Agriculture, but what about CSB? That stands for Community Supported Bakery, which is how Olympia's *8 Arms Bakery* began. In this model, customers can pre-purchase a weekly box of baked goods for periods ranging from four to twenty weeks, with the selection changing every week. "When I first started in 2007, the only thing we were doing was a bakery share program like a farm CSA," says owner Jen Ownbey.

Today, 8 Arms is still a CSB but has added much more to the mix. In April, they moved from a space with 200 square feet to one with 1,800. "Our wholesale business has grown a lot," says Ownbey. "Now we're

figuring out how to fit into the new space."

Ownbey believes part of their growth comes from the fact that *8 Arms* offers things you don't see in other places. She says, "We have 20 different kinds of bars, little hand held pies and a couple of different types of crackers. Our breads are kind of rustic looking, which is clearly different from bread that's mass-produced." Products are also 75% organic, another contributing factor, she says. The bakery offers gluten-free and vegan alternatives along with more traditional goods.

The bottom line, says Ownbey, is that she wants people to be happy when they eat her creations. "The reason I started *8 Arms* was that I love to bake," she says. "Food should make you feel good."

Look for *8 Arms* breads and more in the bakery section at the Yelm Food Co-op.



**Layout Design**

Daniel Wyman

**Grapevine Logo**

Christina Maggio

**Be part of The Grapevine!**

The Grapevine has several volunteer opportunities available. Additionally, we accept advertisements, articles, and recipe submissions from all Yelm Co-op members. The Grapevine reserves the right to reject any submission and to edit all submissions for content and length if necessary. We appreciate your comments and suggestions.

Contact us by email at [yelmfoodcoop@gmail.com](mailto:yelmfoodcoop@gmail.com)

# Why Willa Listens to Co-op Shoppers

Heidi Smith

Disney World is about as far as you can get from Yelm, Washington within the continental United States, both geographically and socially.

But for Co-op supervisor Willa Cain, who spent eleven years in food and beverage at the Orlando theme park, it was perfect preparation for her current role working with the public. "The common denominator is the customer service aspect," says Willa, who also spent thirteen years as a traveling bedside nurse. "I really like to listen to people who come into the store and find out what they're looking for."

A lot of her job, she says, is communicating with customers about their needs and educating them about what the store has to offer. "It's a win-win. They give us ideas that we can share with others, and we can let them know all of the things that are available."

Willa started with the Co-op as a volunteer in April,



2014. "I was looking for a place that sold farm-fresh food," she says. "When I'd traveled, I would always go directly to the farm. I love organic food. When I came into the store for the first time and saw raw milk, I thought, 'This is the place!'"

In the past year, she's noticed some changes. "A larger group of new people is coming into the store to shop. It has to do with the products we sell, but also the fact that this is a hub," she says. "We make people feel welcome

when they come in." That's important, because her goal is to educate the larger community. "When you inform people about what we have here, everybody can benefit," she says. "I want the Co-op to really become the one stop shop."

Another thing she learned at Disney World: "There's a little saying that 'You can design and build and create the most wonderful place in the world, but it takes people to make that dream a reality.'"

# Firefighters

From page 1

in state history. For the next several weeks, Florence will use all money donated through the Co-op to purchase supplies like dog and cat food for animals and protein bars and drinks for firefighters at wholesale prices, at no profit to the store. "The main thing they're asking for is trail bars and Gatorade," says Florence. "We don't have Gatorade, but we have a healthier version of it that we can send."

Aria first got involved through her friend Crystal Carlson, a member of the Stewart family of Stewart's Meats. "She decided she couldn't just stand by and was going to donate eight tons of hay," says Aria. "We helped her load up a flatbed and after that I thought, 'We're not too far away to make a difference.'" Crystal has since made several trips over the mountains, and will provide transportation for all items donated through the Co-op.

Both emphasize that you don't have to donate a lot of money to make a difference. "I wanted to donate, but I figured out that if I donate through the Co-op, my money will go further because we can get things wholesale," says Florence. Aria believes in the power of collective action. "Even if you don't feel like you have a lot, every bit makes a difference," she says. "If we all get together we can make something amazing."

If you would like to donate financially, visit the Yelm Food Co-op at 308 E. Yelm Ave. If you would like to donate hay or feed for livestock, contact Aria Reed Cissney at 360.259.4747 or [ariacissney@yahool.com](mailto:ariacissney@yahool.com).

## Save When You Buy in Bulk

Did you know? As one of the benefits of being a member of the Yelm Cooperative you can save big bucks when you make bulk purchases through the Yelm Food Co-op's Buy Club.

Anything that we have in the store, and thousands of things that we don't stock, can be ordered through one of our suppliers.

Order forms are available at the Food Co-op, or on our website, [yelmfood.coop](http://yelmfood.coop). Buy in Bulk and Save!

## Did you ever play "Store" as a kid?

If you did, your YELM FOOD CO-OP offers you the chance to do it for real!

If you would like to be part of a big dream and want to help people change to a healthier lifestyle, work with great motivated people, gain some valuable experience and earn some cool benefits, come into the store and pick up a working member application form or download it from:

<http://yelmfood.coop/working-member-application-form-2/>

If you have ever thought about volunteering for the good cause, this could be it! We are looking for self-motivated people to support our beautiful store by filling the shelves, cashing out our members and customers, keeping our store clean and many other tasks that need to be done. We are looking forward to meeting you!

# Smith Brothers Farms Delivers Fresh, Local Milk to Yelm and Beyond



## Heidi Smith

Yelm is a rural community, and there's a good chance that if you're reading this, you a) own a cow b) have a neighbor who owns a cow or c) frequently see cows while driving home from work. If the latter is true, you may not have direct access to fresh milk, unless you've made friends with that neighbor. While such relations are encouraged, you have another option: Smith Brothers Farms.

Located in Kent, Smith Brothers has been delivering milk for over 90 years. In 2006, after legislation was passed that forced the company to choose between dairy farming and processing and delivering milk, they chose to stick with the second option. "All of our milk comes from about five or six family

farms," says Sean Flaherty, Director of Public Relations and Marketing. "It comes in on a daily basis. We process it and deliver it within 48 hours."

Increasingly, says Flaherty, customers care about values the company embodies. "Our milk has always been hormone free," he says. "We're local and we're fresh. There's more awareness and because of the internet, there's so much information about products. We find that particularly in the Puget Sound area, people really like to support local business."

Recently, the company has been getting a lot of attention. In 2014, Smith Brothers was selected Dairy Plant of the Year out of 12 processing plants throughout the U.S. by Dairy Foods Magazine. That same year, Seattle Business magazine

gave them a Legacy Award for "a company promoting multiple generations of family leadership." In 2015, CEO and fourth generation family member Dustin Highland was recognized as one of the 40 Under 40 "top business leaders who excel in their industry and show dynamic leadership" by the Puget Sound Business Journal.

"I want the legacy to be that the idea of neighborhood and community still exists," says Flaherty. "We make milk, but we're also serving people. The milkmen are the face of what we do. They represent that community local spirit."

Smith Brothers Farms milk is delivered fresh to the Yelm Co-op. The company also has a booth every other week at the Yelm Farmers Market where you can sign up to have milk delivered to your door.

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# Cooking Corner: Almond Meal Crêpes

Jutta Dewell

This is a low carb variation of a normal wheat-based or gluten-free flour crêpe. The consistency is much firmer than the normal crêpe so they are very hard to roll. We just eat them without rolling, putting the toppings on them. This is a great quantity for 2 people with a good appetite, but may leave 1-2 crêpes for leftovers.

## Ingredients:

¾ C Bob's Red Mill Almond Flour/M Meal  
1-2 Tbsp. Bob's Red Mill Flax Seed Meal  
3 whole eggs  
1 C milk, whole or lower fat as desired  
1 Tsp sea salt  
1 Tsp organic sugar (optional)  
1 Tbsp. shortening for cooking, per crêpe



## Preparation:

The batter is best when prepared in advance. Mix all ingredients into a smooth batter. Cover and refrigerate for 3-5 hours.

**Cooking:** Heat a 9-10" frying pan with about 1 Tbsp. of the shortening. The pan has to be hot enough for the batter to cook fairly quickly, but not burn. Stir the batter thoroughly again. It should not be too thin - otherwise it spreads too much in the pan making it hard to flip. It should also not be too **thick so that it does spread easily. Adjust with either more milk or meal, as required.**

Using a ladle, make a circle of the batter that leaves room to insert a spatula easily to check for doneness, and to flip. As I pour the batter in, I shake the pan back and forth to spread the batter so that it doesn't stay too thick in the middle.

When bubbles have formed over most of the surface (about 3 minutes), use the spatula to check the underside for doneness. When lightly brown, flip and finish cooking for about another 2 minutes.

Place on a pre-warmed platter and continue cooking the remainder of the batter.

Serve with the spinach and/or mushroom toppings or these below: For a sweet "dessert", pour honey or maple syrup over one of the crepes. If you have leftovers of the egg mixture and the meal, mix them and throw them in the pan for a few minutes. Makes a yummy hard "pancake".

## Spinach and Mushroom Toppings for Almond Flour Crêpes

We love both spinach and mushroom variations to spoon over the crêpes. As noted above, the consistency of these crêpes is such that they are hard to roll up like a normal crêpe. Once again, this makes a good quantity for 2 hungry people!

We prepare both toppings at the same time.

### Preparation:

#### Spinach or chard topping

Wash the spinach and place in a stock pot (6 - 8"). Cover with boiling water and let sit for 3-4 minutes. Drain in a colander. Dry the pot and add 2 Tbsp. of the olive oil, heat until fairly hot, add ½ of the onion and garlic. Cook for 1-2 minutes. Add the spinach and stir into the onion garlic mixture. Let cook for 3-4 minutes and then add 2 Tbsp. of the cream, season with salt, pepper, nutmeg and cayenne, if you like it a bit spicy. If you want to add the feta cheese, cut a couple of slices, then cut into cubes and add to the topping. Continue to cook over a low flame for 10-12 minutes, checking seasoning as you go along. When done, keep in a warm place (we put it on our wood stove in the winter).

#### Mushroom topping

Wash the mushrooms and slice into fine slices. In a sauce pan, heat the rest of the olive oil until fairly hot, add the rest of the onion and garlic and cook for 1-2 minutes. Add the mushrooms and stir them into the onion/garlic mixture. Let cook for 3-4 minutes and then add 2 Tbsp. of the cream, season with the salt and pepper.

If you want to add the feta cheese, cut a couple of slices, then cut into cubes and add to the topping.

Continue cooking over a low flame to 4-5 minutes, checking seasoning as you go. As with the spinach topping, when done, keep in a warm place (we put it on our wood stove in the winter). Serve the warm crêpes and top them with the topping mixture. Enjoy!

### Ingredients for both toppings

1 lb. organic spinach or chard, washed and drained  
6-8 organic mushrooms, medium size  
4 Tbsp. organic olive oil  
½ organic onion, medium size, finely chopped  
2-3 organic garlic cloves, finely chopped  
4 Tbsp. whipping cream  
Feta cheese, optional  
Salt, pepper  
Nutmeg for the spinach and cayenne to taste

# Working Members Needed

The following positions need to be filled by working-members and qualify for discounts and other fabulous benefits.

**Cashiers** Strong communication and customer service skills, initiative, understanding of the Co-op structure, and ability to multi-task. This position requires a strong knowledge of basic math functions, calculators, and computers or experience with Point of Sale systems.

**Stockers** Self-motivated, customer service skills, and the ability to lift up to 25 lbs. Will work the floor as needed under direction of the shift lead or manager.

**Price Comparison Shopper** Self motivated person who will conduct weekly price comparisons of YFC products with local Yelm and Olympia markets.

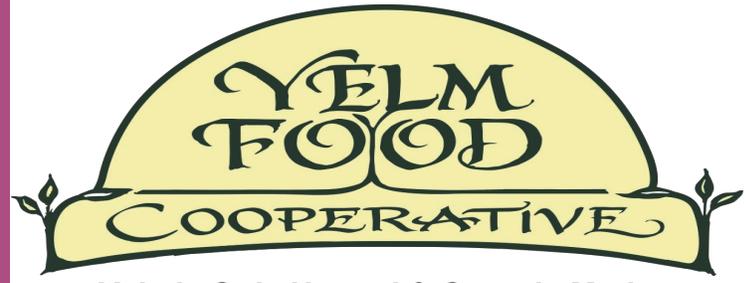
**Graphic Artist** Experienced in computer graphics required. We need a person to create flyers, cinema ads, e-mail ads and announcements. This is sporadic but critical work and typically needs short turn around.

**Event Planner** Must have above-average communication and organizational skills. Be able to multitask, think outside the box, and troubleshoot problems. The planner must have the ability to work with all types of people and be able to visualize an event not only from start to finish, but also the steps needed to accomplish it.

**Grant Writer** During these formative stages of the new Co-op vision the Co-op cannot pay for this work. The position can be reviewed every 90 days as the financial conditions of the organization change. This is a Pro Bono position.

**Advertising/Promotion Director** Plan and direct advertising policies and programs or produce collateral materials, such as posters, coupons, or giveaways, to create interest in the purchase of Co-op store products or any other service for any part of the entire Yelm Cooperative organization. This is a Pro Bono position.

**Communications/Public Relations Director** He/she will produce and disseminate materials for communicating information about the Co-op and its programs; coordinate the content of the Co-op website/Facebook page and production of the Grapevine; develop and oversee the Co-op's branding and image; represent the Co-op with the media; and maintain an updated photo library and database of contacts. This is a Pro Bono position.



**Yelm's Only Natural & Organic Market**

**Monday - Saturday 9 a.m. - 7 p.m.**

**Sunday 10 a.m. - 5:30 p.m.**

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